PX 61

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From: Patrick Griffin < @ripple.com>

 To:
 Brad Garlinghouse

 Sent:
 11/15/2017 9:27:07 PM

 Subject:
 Re: great to see you

I think we could be doing more to show how XRP is a superior store of value. Just like blue chip stocks, it's a question of fundamentals.

On Nov 15, 2017, at 9:24 PM, Brad Garlinghouse < brad@ripple.com > wrote:

i barely changed your original email.

I don't think his core question is really answered - but I think your core point is correct. we are seeing increasing demand for the asset to solve a payments problem. At some level liquidity will drive adoption.

On Wed, Nov 15, 2017 at 9:14 PM, Patrick Griffin <u>arripple.com</u> wrote:

K, just wondering if you put your own spin on it or adjustments. Would be interested to read it!

On Nov 15, 2017, at 9:13 PM, Brad Garlinghouse <brad@ripple.com> wrote:

thanks... sent

On Wed, Nov 15, 2017 at 7:59 PM, Patrick Griffin < @ripple.com > wrote:

We think about this in simple terms. We are working on a vision of an internet of value that connects payment networks and banks through a common set of open APIs (productized as <u>xCurrent</u>). Those APIs allow for fast and efficient payment processing and are already adopted by more than 100 banks and payment networks around the world. This new payment infrastructure sets the stage to insert digital asset flows that will streamline the costly cash management operations needed to fund cross-currency payments moving from one network to another--an opportunity to free up trillions of dollars of dormant capital.

XRP is the best digital asset for this use case because it has a proven track record as the fastest, cheapest, most scalable, and only enterprise grade public blockchain in the wild. We've already productized this (product is called <u>xRapid</u> and it's live now) and have some of the largest payment networks integrating it into their treasury operations. As xRapid adoption continues to accelerate, demand for XRP will only go up. It's good to be an XRP holder!

To answer your second question, of the roughly 100 billion XRP, there are about 39 billion in circulation, with Ripple holding roughly 61 billion. While it would obviously be against our best interests to flood the market with XRP, we have announced plans to put 55 billion of our XRP holdings into escrow to shore up any lingering doubts.

Look forward to a good conversation!

Brad

Patrick Griffin SVP Business Development Ripple Inc.

On Wed, Nov 15, 2017 at 11:37 AM, Brad Garlinghouse < brad@ripple.com > wrote:

Forwarded message	
From:	com>
Date: Wed, Nov 15, 2017 at 11:26 AM	
Subject: Re: great to see you	

To: Brad Garlinghouse < brad@ripple.com>

Cc: <u>@ripple.com</u>>,

Brad

Thank you for this. I am also looking forward to seeing you soon.

This material is quite helpful and I appreciate it sending it in advance. Do you have any materials on why holding the xrp is the right way to go? I am trying to better understand how one things about their value since technically you need them to transact but then you don't need them. And the second question is how to learn better about their supply and distriution of XRP's



On Tue, Nov 7, 2017 at 1:49 PM, Brad Garlinghouse < brad@ripple.com > wrote:

Looking forward to our meeting... I believe we are locked in for Dec 5.

In advance of that meeting, I thought it might be worthwhile to share some metrics on XRP to frame our discussion about including XRP in your fund / portfolio. A summary is below and I've provided a more detailed breakout in the attachment.

As a top 3 digital currency by way of market cap, the XRP Ledger consistently processes nearly 2x the number of transactions per day over Bitcoin and Ethereum. XRP has seen 225x growth in volume per day since 2015, compared to Bitcoin's 47x. We've worked hard on the scalability of XRP Ledger and our transaction throughput has increased 18x while the average transaction fees are still only \$0.0003. And lastly, when it comes to speed, XRP is by far the fastest of the top digital currencies, with average confirmation times of 3.5 seconds, compared to Bitcoin (~1 hour) and Ethereum (~15 mins).

Looking forward to catching up!

Brad

On Thu, Nov 2, 2017 at 2:28 AM, Schedule alignment issues on my end now...

I leave early that morning for a family trip so won't be able to meet on the 17th. I'm back in SF on Dec 5th. Does that day work for you?

On Wed, Nov 1, 2017 at 4:27 PM, Brad Garlinghouse < brad@ripple.com > wrote: argh... schedule alignment.

I'm doing a keynote at the Singapore Fintech Festival on the 16th - back in SF on the 17th/. I could come to your offices the morning of the 17th?

On Wed, Nov 1, 2017 at 4:24 PM, Brad,

I'll now be in SF on the 16th. If you're in town, let's try to meet up that afternoon. I have time at 1:30pm. Let

Hey

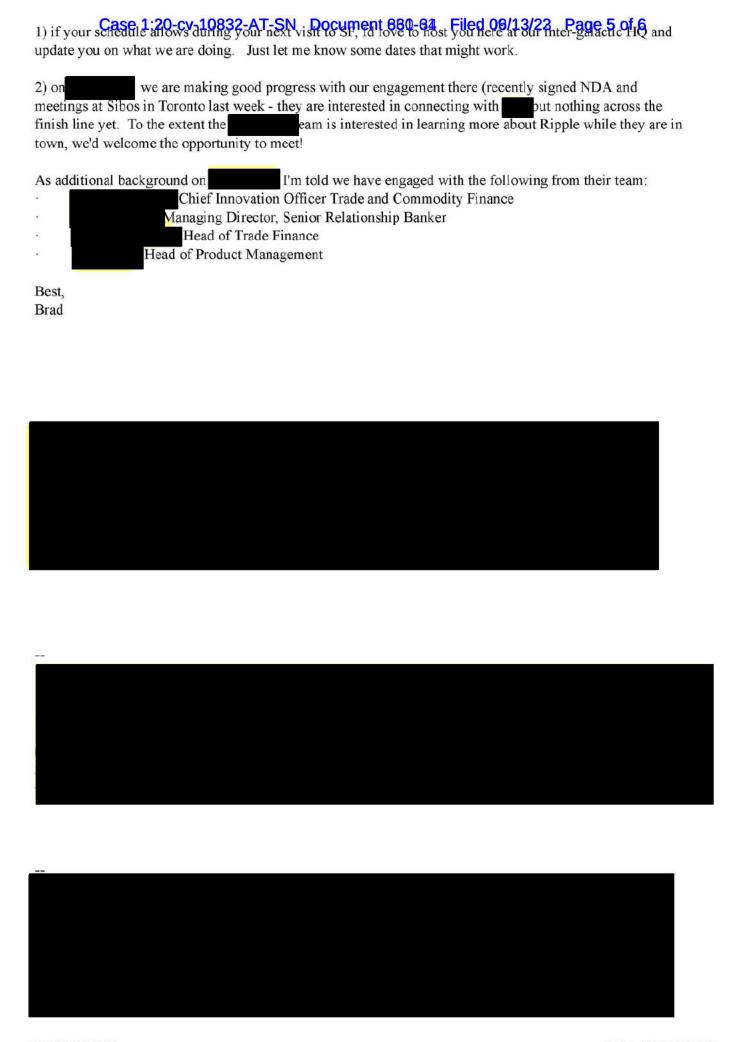
Just circling back here - if it can work, i'd love to connect or otherwise be useful to the they are in town.

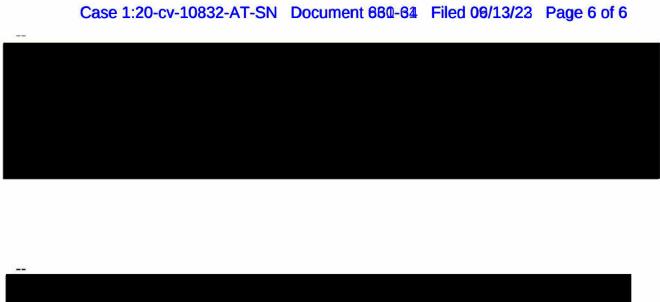
Best, Brad

On Fri. Oct 27, 2017 at 11:56 AM, Brad Garlinghouse < brad@ripple.com > wrote:

Great seeing you (very randomly) and catching up a bit!

Two follow ups:









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